

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 FEA-01 AGRE-00 CEA-01 CIAE-00

COME-00 DODE-00 FRB-03 H-02 INR-07 INT-05 L-03 LAB-04

NSAE-00 NSC-05 PA-01 AID-05 CIEP-01 SS-15 STR-04

ITC-01 TRSE-00 USIA-06 PRS-01 SP-02 OMB-01 /088 W

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FM AMEMBASSY VIENNA

TO SECSTATE WASHDC 0272

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E.O. 11652: GDS

TAGS: ETRD, MTN, AU

SUBJECT: MTN TARIFF CUTTING FORMULA--CONCESSIONS ESTIMATED
TO HAVE PRIORITY INTEREST.

REF: STATE 264214

1. GOA INTEREST IN OBTAINING MTN TARIFF CONCESSIONS FROM US
EXPECTED TO CONCENTRATE PRIMARILY ON TRADITIONAL EXPORT ITEMS
(E.G. CHEESE, MAN-MADE FIBERS, IRON AND STEEL, SKI BOOTS,
SKIS AND BINDINGS, GLASSWARE).

2. SPECIFIC PRODUCTS WHERE WE FEEL AUSTRIA HAS STRONG
INTEREST IN EXPORTING TO US INCLUDE:

(A) MOTORIZED BICYCLES AND MOTORCYCLES (TSUS 692.5);
STEYR-DAIMLER-FUCH, LARGE MANUFACTURER, MAJORITY-OWNED BY
LARGEST NATIONALIZED BANK, HAS RECENTLY ESTABLISHED SALES
ORGANIZATION IN US TO PENETRATE MARKET.

(B) BICYCLES (TSUS 732.12, 732.18, 732.24); SEE COMMENT
UNDER (A).

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(C) BICYCLE FRAMES (TSUS 732.34); SEE COMMENT UNDER (A).

(D) BICYCLE PARTS (732.36); SEE COMMENT UNDER (A).

(E) COMPRESSION IGNITION ENGINES FOR MOTORCYCLES
WITH PISTON DISPLACEMENT UP TO 50 CUBIC CENTIMETERS
(TSOS 660.42); IF SUCCESSFUL IN US MARKET, STEYR-DAIMLER-
PUCH MAY SET UP ASSEMBLING OPERATION IN US FOR MOTORIZED
BICYCLES.

(F) MOTION PICTURE CAMERAS (TSUS 722.02, 722.04);
EUMIG, WORLD'S LARGEST MANUFACTURER OF MOTION PICUTRE
CAMERAS AND PROJECTORS, HAS CONTRACT WITH POLAROID TO
PRODUCE MOTION PICUTRE CAMERAS FOR INSTANT FILM; POLAROID
WILL SERVE US MARKET WITH AUSTRIAN PRODUCTION.

(G) DICTAPHONES (TSUS 685.401); PHILIPS PRODUCES
DICTAPHONES IN AUSTRIA FOR WORLD MARKETS, INCLUDING US;
PHILIPS IS IMPORTANT EMPLOYER IN AUSTRIA WITH CONSIDERABLE
INFLUENCE ON JOB CONSCIOUS GOA. STUZZI, SECOND LARGEST
DICTAPHONE MANUFACTURER HERE, HAS ESTABLISHED OWN SALES
ORGANIZATION IN US.

(H) FLOOR COVERINGS OF MAN-MADE FIBERS (TSUS 360.8042);
CHEMIE LINZ A.G., LARGEST NATIONALIZED CHEMICAL CONCERN
WIELDING STRONG INFLUENCE WITH GOA, AND EYBL EESMBH, LARGE
PRIVATE MANUFACTURER OF FLOOR COVERINGS, ARE BOTH INTERESTED
IN EXPANDING SALES TO US TO UTILIZE EXCESS CAPACITY.

(I) RODS, ANGLES, SHAPES, BARS, PLATES, PIPES AND
TUBES OF ALUMINUM (TSUS 618.15, 618.17, 618.25, 618.27);
VEREINIGTE METALL RANSHOFFER-BERNDORF A.G., LARGE NATIONA-
LIZED PRODUCER OF ALUMINUM AND ALUMINUM PRODUCTS, IS
ABOUT TO COMPLETE NEW ROLLING MILL SUBSTANTIALLY INCREASING
CAPACITY TO PRODUCE SEMI-FINISHED PRODUCTS; TO SECURE
JOBS AND ALLEVIATE PROBLEMS AFFECTING RANSHOFFER, GOA IS
INTERESTED IN OPENING ADDITIONAL FOREIGN MARKETS.

(J) HIGH-VOLTAGE TRANSFORMERS (TSUS 682.076); ELIN-
UNION A.G., LARGEST NATIONALIZED MANUFACTURER OF HIGH-
VOLTAGE EQUIPMENT, HAS TRADITIONAL INTEREST IN US MARKET.
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(K) HIGH-VOLTAGE SWITCHES (TSUS 685.9); SEE COMMENT
UNDER (J).

(L) DATA PROCESSING MACHINES (TSUS 676.15); FORMER
AUSTRIAN SUBSIDIARY OF US FIRM POTTER INSTRUMENTS, NOW
INDEPENDENT, PLANS TO INCREASE LOCAL PRODUCTION OF MAGNETIC
TAPE STATIONS, DISK DRIVES, SPEED PRINTERS, ETC. AND

INTENDS TO EXPORT TO US TO SERVE CLIENTEL OF DEFUNCT
US POTTER INSTRUMENT COMPANY AND OTHER CUSTOMERS.

(M) TWIST DRILLS (TSUS 649.434); PRIVATE AUSTRIAN
FIRM RECENTLY ACQUIRED ADDITIONAL PRODUCTION FACILITIES
TO RAISE OUTPUT; US MARKET LIKELY TARGET FOR SALES OF
ADDITIONAL PRODUCTION.

3. WE WILL REPORT OTHER SPECIAL INTEREST CASES AS
INFORMATION COMES TO OUR ATTENTION.BUCHANAN

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